

**Delaware Division of Professional  
Regulation**

**Printed : 3/28/2019 2:48 PM EST**

**Real Estate Education Committee**

**04/04/2019 09:30 AM**

861 Silver Lake Blvd., Cannon Building  
Second Floor Conference Room A  
Dover, DE 19904

Posted: 3/28/2019 AW



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE

REAL ESTATE COMMISSION  
REAL ESTATE EDUCATION  
COMMITTEE

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**AGENDA**

(Amended items are noted with an asterisk\*)

**I. Call to Order**

**II. Review and Approval of Minutes - March 7, 2019**

**III. Unfinished Business**

- A. Review and Reconsider Instructor Application(s)
  - 1. Dominic Balascio
- B. Review and Reconsider Course Provider Request(s)
  - 1. SCAOR - Real Estate Issues and the Justice of the Peace Court

**IV. New Business**

- A. Update from Commission
  - 1. Annual Seminar\*
- B. Review of Course Provider Application(s)
  - 1. Kent County Association of Realtors
    - a. Environmental Issues and the Ordinances that Govern Them - Module 6 - 3 Hours
  - 2. Kent County School of Real Estate
    - a. Real Estate Pre-Licensing Course - 99 Hours
  - 3. Omega Real Estate School #0015
    - a. Legislative Issues - Module 5 - 3 Hours
  - 4. Keller Williams Realty
    - a. Introduction to Commercial Real Estate - Module 7 - 3 Hours
  - 5. New Castle County Board of REALTORS
    - a. 99 Hour Pre-Licensing Course - 99 Hours

- b. Everyday Practices in Agency & Fair Housing - Module 1 - 3 Hours
  - c. Agency & Fair Housing - A Professional Double Hitter - Module 1 - 3 Hours
  - d. Real Estate Documents and Real Estate Practices - Module 3 or 6 - 3 Hours
  - e. Managing Risk for Delaware Real Estate Licenses - Module 4 - 3 Hours
  - f. Real Estate "Jeopardy" - Office Management and Legislative Issues - Module 4 or 5 - 3 Hours
  - g. Legislative Issues for REALTORS - Module 5 - 3 Hours
  - h. Environmental Issues & the Ordinances That Govern Them - Module 6 - 3 Hours
  - i. Practical Tips for Listing Agents - Module 6 - 3 Hours
  - j. Selling HUD Homes: Making it Easy! - Module 7 - 3 Hours
6. 360Training.com, Inc.
- a. Community Ethics - Module 2 - 3 Hours
  - b. Bad Loans - Predatory and Fraud - Module 7 - 3 Hours
  - c. Qualifying Buyer and Property - Module 6 or 7 - 3 Hours
7. The CE Shop, Inc.
- a. Assistance Animals and Fair Housing - Module 1 - 4 Hours
  - b. Code of Ethics in Action: Real-Life Application - Module 2 - 3 Hours
  - c. Sex and Real Estate: Sexual Harrassment, Sexual Discrimination, & Fair Housing - Module 6 or 7 - 3 Hours
  - d. Marketing, Advertising, & Social Media Compliance - Module 7 - 3 Hours
  - e. Personal Safety-Module 7 - 3 Hours
  - f. Green Day 1: Resource-Efficient Homes: Retrofits, Remodels, Renovations & New Home Construction-Module 7 - 6 Hours
  - g. Green Day 2: Representing Buyers and Sellers of Resource-Efficient Homes - Module 7 - 6 Hours
  - h. Affordable Housing: Solutions for Homes and Financing - Module 7 - 3 Hours
  - i. Taxes and Real Estate: What You Need to Know - Module 7 - 3 Hours
- C. Review of Instructor Application(s)
- 1. Lacy Holly III - New Application

## **V. Correspondence**

## **VI. Other Business before the Committee (For Discussion Only)**

## **VII. Public Comment**

## **VIII. Next Meeting - May 2, 2019**

## **IX. Adjournment**

**Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:**

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.